

Message Text

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15/62

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 SAJ-01 CIAE-00 DODE-00 PM-07

INR-10 L-03 NSAE-00 NSC-07 PA-04 RSC-01 PRS-01 SP-03

SS-20 USIA-15 CAB-09 COME-00 DOTE-00 FAA-00 IO-14

NIC-01 DRC-01 /134 W

----- 054604

R 161603Z MAY 74

FM USMISSION BERLIN

TO AMEMBASSY BONN

INFO SECSTATE WASHDC 3387

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY MOSCOW

AMEMBASSY COPENHAGEN

AMEMBASSY BERN

AMEMBASSY ZURICH

AMEMBASSY VIENNA

USMISSION NATO

C O N F I D E N T I A L BERLIN 827

C O R R E C T E D C O P Y (CORRECT TO AD EO AN TAGS PREV OMITTED)

E.O. 11652: GDS

TAGS: ETRN, PGOV, WB

SUBJECT: CIVAIR: BERLIN INTERNATIONAL SERVICES

1. IN VIEW OF APPARENT BRITISH INTENTION TO BE AS
OBSTRUCTIONIST AS POSSIBLE WITH REGARD TO ALL EFFORTS
TO EXPAND PAN AMB'S INTERNATIONAL SERVICES FROM BERLIN,
WE BELIEVE BASIC REVAMPING OF OUR TACTICS IS NECESSARY.
WITH PAN AM'S PROSPECTS FOR SUCCESS ON BERLIN-COPENHAGEN
ROUTE NOT TOO BRIGHT FOR THE MOMENT, WE SHOULD
CONCENTRATE OUR ENERGIES ON GETTING PAN AM INTO ZURICH
MARKET, WHICH IS, IN ANY CASE, MORE PROMISING, AND ON
PURSUING VIENNA ROUTE.

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2. WE RECOMMEND THAT PAN AM TAKE UP SWISS OFFER OF THREE FREQUENCIES PER WEEK ON FOOT-IN-DOOR PRINCIPLE (MONDAY-WEDNESDAY-FRIDAY) WOULD APPEAR TO US TO OFFER BEST CHANCE AT BUSINESS MARKET) AND THAT WE SHOULD FORCE ISSUE TO EARLY CONFRONTATION WITH BRITISH. IF BRITISH DO NOT AGREE WITHIN SHORT TIME, WE RECOMMEND THAT THEY BE INFORMED THAT, MUCH AS WE REGRET DEPARTURE FROM TRIPARTITE UNANIMITY, WE CANNOT PERMIT THIS PRINCIPLE TO BE USED TO OBSTRUCT ALL MOVEMENT ON IMPORTANT ISSUES AND THAT PAN AM WILL FLY TO ZURICH WITH OR WITHOUT BRITISH AGREEMENT. WE WOULD ALSO SUGGEST BRINGING ISSUE OUT INTO OPEN IN BCATAG, WHERE BRITISH WILL HAVE TO TAKE ONUS FOR ATTEMPTING TO BLOCK SERVICE DESIRED BY BERLINERS, AND WHERE WE CAN COUNT ON SENAT AND PERHAPS, FRG FONOFF SUPPORT, RATHER THAN PERMIT BRITISH TO HIDE BEHIND CONFIDENTIALITY OF CAA PROCEEDINGS. (POSSIBILITY OF OFFERING BA EXCLUSIVE RIGHTS TO COPENHAGEN IN RETURN FOR SIMILAR PAN AM RIGHTS TO ZURICH COULD BE HELD IN RESERVE, AND IT IS POSSIBLE THAT BRITISH MIGHT FIND IT CONVENIENT AND WORTH WHILE TO FLY A BERLIN-LONDON-COPENHAGEN SERVICE UNDER THEIR BILATERAL WITH DANES.)

3. WE RECOGNIZE THAT FOREGOING REPRESENTS CONSIDERABLE DEPARTURE FROM PAST POLICY, BUT WE BELIEVE TIME HAS COME TO MODIFY TACTICS IN DEALING WITH BRITISH ON BERLIN AVIATION, WHICH THEY SEEM REGARD FROM NARROWEST COMMERCIAL PERSPECTIVE. IMPROVEMENT OF WEST BERLIN'S TIES WITH INTERNATIONAL CIVIL AVIATION NET IS IMPORTANT TO THE CITY'S VIABILITY AND WE DO NOT BELIEVE BRITISH SHOULD BE ALLOWED CONTINUALLY TO BLOCK EFFORTS TO ACHIEVE IMPROVEMENTS AND TO PREVENT PAN AM FROM REAPING REWARDS OF SERVICES IT HAS TAKEN INITIATIVE TO PIONEER. AS WE SAID LAST FALL, (BERLIN 1576, SEPTEMBER 11, 1973), WE BELIEVE CONTINUED PARTICIPATION OF BRITISH IN IGS TO BE POLITICALLY DESIRABLE BUT NOT VITAL. IF BA CANNOT PARTICIPATE IN BERLIN AVIATION UNDER CONDITIONS WHICH GIVE CITY SERVICES IT NEEDS AND WHICH PERMIT PAN AM TO ACHIEVE REASONABLE

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RETURN, WE PERHAPS MAY BE BETTER OFF WITHOUT THEM. KLEIN

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